



EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

SEP 21 1979

September 21, 1979

- 1696- Tuna (Israel). Wants canned tuna, in oil or brine, first grade, cans of 4 lbs.,
1697 28 oz and 6½ oz., container loads, 500 mt annually, regular shipments; and frozen
tuna, first grade, 500 mt annually, shipment winter of 1979/80, units 10-30 kg or
above. Quote FOB New York. Bank ref: Discount Bank, Tel Aviv. Contact:
Moshe Behar, Issac Behar & Sons Ltd., 17A Nammani St., P.O. Box 1596, Tel Aviv.,
Israel. Telex: 33-633. Cable: BEHARIS, Tel Aviv. Phone: 03-293861.
- 1699- Poultry feed ingredients (Malaysia). Wishes to buy following ingredients each month
1704 for poultry feed: corn, 600 tons; sorghum, 600 tons; wheat bran, 150 tons;
pulverized oat hulls, 50 tons; soybean meal, 600 tons; meat and bone meal, 150 tons;
fish meal, 300 tons; poultry feed supplement, 75 tons; and poultry feed additives,
75 tons. Quote CIF port Kelang. Bank ref: Hong Kong & Shanghai Bank, JLN. Ipoh,
Kuala Lumpur, Malaysia. Contact: Lee Seng Wai, Poon Guan SDN. BHD., Maba Bldg.
5th Floor, Lorong Davidson, Kuala Lumpur, Malaysia. Telex: MA.31093. Phone:
202-344, 201-983.
- 1705 Bred Holstein heifers (Morocco). Government organization wants bids by September 30
for 350-400 Friesian pie-noire pregnant heifers, age 18-28 months, 4-6 months pregnant,
450-500 kgs., dam-4,000 kg, in first lactation, 3.8% buttermilk, sire - tested.
Shipment by Moroccan-flag ship, if possible. Delivery one month after signing of
contract, usual sanitary requirements. Quote FOB and CIF Kenitra. Contact: Zemrag
M'Barek, Directeur, Chamber of Commerce of Beni-Mellal, Office Regional De Mise En
Valeur Agricole Du Tadla, F Quih Ben Salah, Morocco. Phone: (048) 50.22/23.
- 1706 Canned corn (France). Wishes to buy canned sweet corn - vacuum packed - 4 million
cans per year from 1979 crop, fancy quality cans of 340 gr. net weight, September
1979 for the first delivery. Quote CIF Le Havre. Bank ref: Banque Francaise Du
Commerce Exterieur, in Nantes (44000). Contact: Mr. Azar, ETS. Saupiquet,
128, Bld Jules Vernes, 44300 Nantes, France. Telex: 710048F. Phone: (40) 49.11.42
- 1707 Poultry feed ingredients (Nigeria). Wishes to buy corn and other poultry feed
ingredients. Requests offers per metric ton Lagos/Nigeria with samples and probable
time for delivery of bulk orders. Bank ref: Co-operative Bank Ltd., Ijebu-Ode.
Contact: Francogus Trading Company, 145, Moborode Street, Post Box 9, Ijebu-Ode,
Nigeria. Phone: 2451.
- 1708- Peanut oil, corn (Cape Verde). Head of Government Export/Import and Trading
1709 Concern EMPA wishes to contact American exporters who could provide 500,000 liters
of peanut oil or oil of peanut base. Also, interested in purchasing 10,000 tons
of sacked American corn. Cape Verde palate is particularly attuned to types of
oil and corn received under PL.480. EMPA indicated if initial purchase could be
made smoothly and quickly it would look to United States sources in future for
commercial supply of vegetable oil and corn. It normally imports 10-15,000 tons of

corn and 20,000 tons of vegetable oil annually to meet chronic food deficit. Contact: The EMPA buying organization can be contacted through the American Embassy, Praia, Republic of Cape Verde. Tel: 553.

- 1710 Rice husk ash (Switzerland). Wants 100-150 tons per month of rice husk ash, long term contract desired, coarse, no unburned husks, density approx. 250 kgs/M3, silica approx. 85-95%, carbon approx. 0.5-10%, humidity max. 2%. Packed in 10 to 15 kilo plastic bags, neutral, 5 mil-strength minimum, loaded in 40 foot containers of min. 15 tons. Shipment soonest. Quote C and F Bremen or Rotterdam. Bank ref: Schweiz. Bankverein, 9470 Buchs SG. Contact: Detlev Bouda, Prometimpex AG., Glanastrasse 2, 9475 Sevelen SG, Switzerland. Telex: 74 548 Prome. Phone: 085/ 5 53 08.
- 1711 Popcorn (England). Wishes to buy popcorn, 5x20ft containers or 90 tons, in 50kg. bags. Wants full specs re moisture content admixture and other grains. Quote FOB, Destination is Israel. Payment by Irrevocable Letter of Credit. Contact: E.S. Khoury, Chibtone Ltd., 239 Seymour Grove, Manchester M16 90S, England. Telex: 667839. Phone: 061 881 2178.
- 1712 Pears (Iraq). Tender for 15,000 tons of pears. Closing date is October 15, 1979. Payment by Irrevocable Letter of Credit. Bidders should submit a three percent bid bond as an unconditional bank guarantee through Rafidain Bank, Baghdad, which must be valid for six months after closing date. Contact: State Establishment for Marketing of Agricultural Products, Tahrir Square, Baghdad, Iraq. Phone: 9641/ 8875691. Cable: AGROMARK, Baghdad. Telex: 0491/2654 AGROMARK IK.
- 1713 Chicken (Kuwait). Neighborhood supermarket wants 300 tons of whole frozen chicken every three months. The firm is a government subsidized supermarket in Kuwait. Quote CIF Kuwait. Contact: Jassim Ismail J. Al-Yassin, Manager, Shamiya Cooperative, P.O. Box 12165, Shamiya, Kuwait. Phone: 817700/817293/817717. Cable: TAKATUF, Kuwait.
- 1714 Eels (Italy). Wishes to buy live eels, 300 kg. every week, 10 or 12 per kg. packaged in poly-cartons. Quotations: CIF. Payment by Letter of Credit. Bank ref: Banco Di Napoli, Sede Di Latina. Contact: Gallo Giuseppe, Via Palermo No. 34, 04100 Latina, Italy. Phone: 0773/484048.
- 1715- Barley, Black beans, rice (Saudi Arabia). U.S. agent for Saudi Arabia wants offers
1717 for 10,000 mt feed barley, U.S. #2 or better, 50 kg gross new single heavy jute bags, machine sewn, liner term basis, or in bulk; 10,000 mt black beans, best quality, 50 kg bags; and 100,000 mt, USDA long grain #2, about 5% broken, 50 kg bags or bulk. Bank ref: Central Bank, Cleveland. Contact: Malcolm Hackney, 1501 Euclid Avenue, Cleveland, Ohio 44115. Phone: (216) 621-2225.
- 1718- Wheat bran, soybean meal (Panama). Wants 1,500 short tons of wheat bran or middling,
1719 delivery every two months; and 8,000 short tons of soybean meal, 48% protein, pelletized, delivery within 30 days. Quote FAS Gulf ports. Bank ref: Bank of America of Panama. Contact: Alberto Kelso, Corporacion Azucarera "Estrella", Panama City, Panama. Telex: 368915 INTELHOPA. Phone: 21-42-34.

- 1720 Peanuts (France). Wants to be an agent for a U.S. supplier of shelled peanuts, Virginia type, no. 1. Contact: Georges Moreau, ETS. Georges Moreau, Agent Commercial, 37BIS, Quai De Lorge, 91200 Athis-Mons, France. Telex: Moreo 600006F. Phone: 938.66.94 / 938.48.34.
- 1721 Pork tongues (Germany). Wants fresh frozen pork tongue, skin on, 400 tons per year, first quality, 25 kg cartons in container loads. Regular shipments as soon as contact has been established. Wishes direct replies from meat packers, no brokers. Quote CIF or FOB via Rotterdam. Bank ref: ABN Amersfoort, Netherlands. Contact: Hamar Fleischwaren GMBH., Marienstrasse 28; D-4172 Straelen 1, W. Germany. Phone: 02834/2343 and 2344.
- 1722 Dried potatoes (Belgium). Interested in potato flakes, dehydrated, 20 tons per month, grade A and B, yellow color if possible, in 40 lb. bags. Shipment as soon as contact with supplier has been established. Product must meet European/German standards. Quote CIF. Bank ref: Federale Kas Beroepskrediet, B-8500 Kortryk, Belgium. Contact: De Wachter, Kortrifreez, Lindelaan 120, B-8550 Zwevegem, Belgium. Phone: 056/75 64 84 or 75 63 14.
- 1723 Foodstuffs (Saudi Arabia). Interested in all food products, dry, frozen, canned, including poultry and red meats. First quality. Institutional packs for private label in English and Arabic language. Shipment as soon as contact, have been established. Company is supplying labor camps. They feed presently 2,000 persons per day, three meals. Expect to arrive gradually at feeding 20,000 persons per day. Quote C&F. Bank ref: Commercial Bank, Riyadh, Saudi Arabia. Contact: Dr. Ibrahim Nazer, Director General, International Food Company, P.O. Box 789, Riyadh, Saudi Arabia. Telex: 201118 Nadco SJ and 201604 Fast SJ. Cable: FOODIC. Phone: 47 83 336.
- 1724 Orange juice concentrate (Germany). Wants canned orange juice concentrate from California, 1,000 tons, 65 brix navel oranges, in drums, approx. 250 kg. Shipment as soon as contact has been established. Quote CIF Rotterdam, on Deutschemark basis. Bank ref: Volksbank, D-6930 Eberbach, W. Germany. Contact: Karl Heinrich Emig., Emig-Natursaft KG., Pleutersbacherstrasse 30, D-6930 Eberbach, W. Germany. Telex: 04 66215. Phone: 06271/2095.
- 1725 Frozen corn (Germany). Wants whole kernel corn, frozen, one 40 ft. container per shipment, choice quality, in cartons, IQF, bulk packing. Shipment as soon as contact has been established. Quote CIF Rotterdam. Bank ref: European-Asian Bank, D-2000 Hamburg, W. Germany. Contact: Klaus Wittenburg, Owner, Larsen & Mohr GMBH., Schleusenstieg 4, D-2000 Hamburg 65, W.Germany. Telex: 21737 17. Phone: 040/ 607 12 14.
- 1726 Pizza crust (Norway). Wishes to buy pizza crust, 200,000 to 1,000,000 crusts per year, choice quality, institutional packs. Contact: Sigurd Stridsklev, Norsk Toasty Snack A/S, Roald Amundsenvel 188, 1652 Torp. Norway. Phone: 032/14 804.
- 1727 Cooking oil (Germany). Interested in cooking oil, 20 containers, one container as sample, average quality, in cans containing 1.3 or 4 gallons. The inquirer is a broker. He asks for low quotations for Egyptian market for which product is earmarked. Bank ref: Deutsche Bank, D-8939 Bad Woerishofen, W.Germany. Contact: Dr. Sami Assassa, Kneippstr, 18, D-8939 Bad Woerishofen, W.Germany. Phone: 08247/ 6167.

- 1728 Confectionery (Germany). Interested in sugar and chocolate confectionery, small test samples, building up if successful, choice quality, wrapped in bulk, prepacked gift packs. Bank ref: Hamburger Sparkasse, D-2000 Hamburg. Contact: Stephen E. King-Beck, Markus & Walsh (GMBH & Co.). (Member of Trebor Group England), Oststrasse 41-43, D-2000 Norderstedt 1, Germany. Telex: 2 174 369. Phone: 040/ 5 22 10 24.
- 1729 Offals (Netherlands). Wants to buy fresh, frozen offals - tongues, livers, kidneys, etc., container loads of 15 tons per month, first grade, cartons containing 15 kg, shipment as soon as possible. Quote CIF Rotterdam. Bank ref: Amro Bank, Winterswijk, Holland. Contact: Max Gruenberg, Vee En Vlees, Groenloseweg 41 A, 7101 AB Winterswijk, Holland. Phone: 5430 - 5081.
- 1730- Soybean meal, corn oil, honey, canned corn, margarine (Iran). Interested in (a) 1734 shipment of soybean meal, 44% protein; and 20 foot containers of cartons of (b) corn oil; (c) natural honey; (d) canned corn; (e) margarine. Shipment as soon as contacts have been established. Bank ref: Bank of Tehran (Sabze Medan Branch), Tehran, Iran. Contact: Hamid R. Zahedi, Zahedi Co., No. 35, Mostofi Alley, Khayyam Ave., Tehran 11, Iran. Telex: 215 123 Khas IR. Cable: TAZAMONI. Phone: 526025; 530617; 526843; 566071-2.
- 1735 Fresh green beans (Netherlands). Interested in fresh green beans, full shipment, top quality, in cartons 5 kg. Shipment during January, February and March 1980. Quote Air Freight Amsterdam. Bank ref: Rotterdam Bank, Amsterdam, Holland. Contact: Adriaaf Suylen, 10. Zoutewelle - Zwijndrecht B.V., Veilingterrein Z.H.Z., Barendrecht, Holland. Telex: 20201. Phone: 01806/6888.
- 1736 Chocolates (Switzerland). Interested in buying chocolate bars, cream chocolates, chewing gum. Bank ref: Swiss Union Bank, Swiss Bank Corp., Both in Lausanne. Contact: Semi Barub, Director, Suncakes SA, Avenue D'Echallens 61, 1004 Lausanne, France. Tel: 021-24 60 68, Telex: 25 846.
- 1737- Beef, pork, chicken (Hong Kong). Interested in U.S. frozen beef, pork and chicken. 1739 Firm specializes in frozen meat products. Contact: Hui Ky Po, Manager, Frozen Meat Div., C.P. Foods Co. Ltd., 21/F Lane Crawford House, 64-70A Queen's Road C., Hong Kong. Telex: 83825 CPF HX HK. Tel: 5/265881.
- 1740 Chicken meat (Costa Rica). Wants to buy frozen deboned chicken meat. Needs 5,000 lbs. per month. The firm is a local manufacturer/exporter of sausages, cold cuts, and canned meat, and exports to Central America and Panama. Contact: Alvaro Batalla G., Sub-Gerente General, Cinta Azul, S.A., Apartado 2905, San Jose, Costa Rica. Phone: 41-09-09/41-61-45/41-52-71. Cable: CINTAZUL.
- 1741 Pet food (France). Wants to buy dry pet food for dogs and cats. Bank ref: BNP, Credit Dunord, CCF, Credit Lyonnais, Lille. Contact: Mileon Derome, Fertiligene Derome, Route De Boussieres, 59330 Hautmont, France. Telex: 160941. Phone: 27-63-72-44.
- 1742 Hides and skins (Italy). Wants hides and skins: fresh and salted, \$600,000; skin wet-blue, \$600,000; Semifinished and finished, \$600,000. Quote FOB, CIF, or C&F. Buyer is recently established partnership, partners hold interests in several local tanneries. Contact: Ms. Anna Del Carlo, Director, Berti Leathers SAS, Via San Tommaso 31, 56029 Santa Croce Sull'Arno (Pisa), Italy. Cable: BERTILEATH S. CRUCE/ARNO. Tel: 0571/31167. Telex: 500352 NNT and 572251 DCARLO

- 1743- Vegetable and flower seeds (France). Wants to buy U.S. vegetable and flower seeds.
1744 Firm is engaged in the production, distribution of horticultural specialties such as bulbs, florists' greens, flowers, flower and vegetable seeds and plants. Bank ref: Credit Lyonnais (Bank), Cours De L'intendance, 33000 Bordeaux. Contact: Yves Daurel, General Manager, Catros-Gerand, BP, 23, 1 Ave Lagardette, 33560 Carbon Blanc, France. Phone: 56/06.16.54 Telex: 550772.
- 1745 Wheat (Lebanon). Government tender with closing date of September 26 for 25,000 mt, semi-hard wheat and 25,000 mt of soft wheat, protein min 11% dry basis, moisture 14% max. Shipment semi-hard wheat first half October, soft wheat last half October. Only internationally known grain companies may offer. Complete details from office below. Contact: Mounir Berbari, Director General, Cereals and Sugarbeets Office, Ministry of Economy and Trade, Rue D'Artois, Beirut, Lebanon. Cable: COMOC - Beirut. Phone: 345255 - Beirut.
- 1746 Chicken (Argentina). Wants U.S. frozen chicken, 4,000 - 6,000 mt (Sep-Dec 1979) and 10,000 - 12,000 mt (Mar-Dec 1980). Grade A, 3 to 5 lbs, yellow pigmentation. Individual poly-bags. Quote C&F BUENOS Aires. Bank ref: Banco De Credito Argentino. Contact: Jorge Aron, Herberto Aron, Juan F. Segui 4482, 1425 Buenos Aires, Argentina. Telex: 9900 Pub Booth (Pls., indicate Phone no. 773-3517). Phone: 773-3517.
- 1747- Fruits and nuts (Netherlands). Wants organic raisins, nuts, cereals granola, figs,
1749 dates, concentrated fruit juices, olives, dried apricots, oranges, grapefruit. Between 500-1,000 kgs 6 times per year (except for citrus), organic produce, without additives, should be so certified, packed in wholesale cartons, first delivery in Dec 1979, certified organic. Quote CIF Rotterdam/Amsterdam. Bank ref: A. B. N., Groningen. Contact: A. A. W. Kamphuis, FA. Kamphuis, Molenstraat 10, 9967 SM Eenrum, Netherlands. Phone: 05959-1400.
- 1750 Osage orange seed (Australia). Wants 5-10 kg osage orange seed (Maclura Pomisera). Requests immediate reply. Bank ref: Bank of New South Wales, Gladesville, New South Wales. Contact: Houska G., Hag Syntheses, P.O. Box 108, Collaroy Beach New South Wales 2097, Australia. Phone: 9391020.
- 1751- Canned meats, condensed milk, cheese, butteroil, canned fish (Egypt). Government
1754 tenders for (A) 50,000 cartons of canned meat (corned beef) to arrive Egyptian port in two equal consignments during December 1979 and January 1980. Samples by 29/9/1979 offers by 1/10/1979. (B) 20,000 cartons sweetened condensed milk to arrive December and January. Samples by 1/10/79. (C) 1,000 tons dry cheese different kinds to arrive, rate of 250 tons monthly beginning December. Samples by 11/10/79. Offers by 15/10/79. (D) 3,000 tons butter-oil to arrive December and January. Samples by 17/10/1979. Offers by 22/10/1979. (E) 50,000 cartons of canned fish (Mackerel and sardines in oil) to arrive December and January. Samples by 3/10/1979. Contact: The Purchasing Committee for Animal Products, General Authority for Supply Commodities, 24, El-Gomhouria Street, Cairo, Arab Republic of Egypt.
- 1756 Tallow (Canada). Wants 500 tons per month of hog grease: FFA 3% (free fatty acid), maximum MIU 1%, titre 30 degrees centigrade, and color FAC 11 maximum, packaging in steel drum or loaded in bulk. Pricing FOB via Pacific Ports. Payment against Letter of Credit. Contact: Serge Michel, Vice President, Oceantrade Inc., 112 St. Paul Street West, Suite 520, Montreal Quebec H2' 1Z3, Canada. Phone: (514) 845-4231. Telex: 055-61088 - Oceantrade.

1757

Pork (Sweden). Pork tenderloins and Canadian backs. Importer interested in direct contact with packers, also, willing on short notice travel to the U.S. to meet contacts. Bank ref: Se-Banekn. Contact: ULF Bussler, Finnmeat AB, Box 4032, S-136 04 Handen 4, Sweden. Phone: 08/776 03 02.

Foreign Trade Developments

The 1980 International Confectionery, Chocolate and Biscuit Exhibition will be held at the Parc des Expositions in Paris, March 22-26. Twenty thousand visitors are expected for the exposition. For details write to INTERSUC - 48, Avenue De Villiers, 75847 Paris Cedex 17, France.

Edible Liver for Pet Foods (U.K.). The U.K. Ministry of Agriculture Forestry and Fisheries has advised that it is permissible to import edible liver into the U.K. for sterilization for preparation of pet foods. Such livers can be imported with or without the lymphnodes attached and if attached lymphnodes may or may not be incised, provided the material has undergone the necessary animal health inspection and is accompanied by an animal health certificate issued in accordance with the conditions of the license granted to the importer. Such material must be clearly marked "Not for Human Consumption."

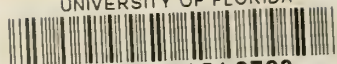
The Animal Air Transportation Association Fifth Annual Convention will be held in Washington, D.C., Oct. 1 - Nov. 1, 1979 at the Hotel Washington. The theme of the meeting is marketing and transportation of live animals. Featured will be prominent speakers from the United States and various overseas markets. Room reservations should be made directly to: The Hotel Washington, Pennsylvania Ave. at 15th St., N.W., Washington, D.C. 20004. Hotel reservations must be received by October 10, 1979 with the room rates as follows: Sgl-\$48, \$50, \$52 and Tw/Db1-\$58, \$60, \$62. Advance registration for the 3 day convention itself (\$45 for members and \$50 for non-members) should be made through the Animal Air Transportation Association, Inc. offices, 6180 Southwest 56th Court, Davie, FL 33314. For details, contact Thomas M. Poerstel, Office of Transportation, Room 1405, Auditors Bldg., USDA, Washington, D.C. 20250, telephone (202) 447-7481.



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